



2019  
Corporate Monthly Newsletter  
**AUGUST**

## CIFI's Contracted Sales of RMB116.75B in First 8M, YoY growth of 27% Contracted Sales of RMB13.76B in August Completed 61% of Full Year Sales Target (RMB190.0B)

- ◆ In August 2019, the Group achieved contracted sales of approximately RMB13.76 billion, representing a YoY increase of approximately 6% (compared to August 2018). Contracted GFA amounted to approximately 965,600 sq.m. Contracted ASP was approximately RMB14,200/sq.m. in August 2019.
- ◆ From January to August 2019, the Group achieved contracted sales of approximately RMB116.75 billion, representing a YoY increase of approximately 27%. Contracted GFA amounted to approximately 6,908,300 sq.m. Contracted ASP was approximately RMB16,900/sq.m. from January to August 2019.
- ◆ During the first eight months of 2019, contracted sales completed by the Group represented approximately 61% of its full year target of RMB190.0 billion.
- ◆ In August 2019, the cash collection ratio of the Group exceeded 95%.

## Land Acquisition

- ◆ In August 2019, the Group completed the following land acquisitions:

City	Project	Group's Current Equity Interest	Intended Primary Use	Site Area (sq.m.)	Total Planned GFA Excluding Carpark (sq.m.)	Group's Attributable Consideration (RMB)	Average Land Cost (RMB/sq.m.)
Guiyang	Qingzhen City, No. QZ-19-023 Project	100%	Residential, Commercial	67,800	169,500	239,100,000	1,410
Wuxi	Jiangyin County, Chengxi Outlet, C6-C7 Project	100%	Residential	73,400	190,800	1,608,070,000	8,590
Kaifeng	Southern Zone of Airport Area, No. 2019-A12 to 16 Project	100%	Residential	203,900	554,000	635,720,000	1,147



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City	Project	Group's Current Equity Interest	Intended Primary Use	Site Area (sq.m.)	Total Planned GFA Excluding Carpark (sq.m.)	Group's Attributable Consideration (RMB)	Average Land Cost (RMB/sq.m.)
Meishan	Dongpo District, 120 Acres Project	100%	Residential	80,600	201,500	434,000,000	2,154
Wenzhou	Binjiang Business District, Taohua Island, T05-14 Project	32%	Residential	39,600	134,700	557,120,000	12,928

## CIFI Won “Honored Companies” of *Institutional Investor* and A Number of Awards for the Third Consecutive Year The Property Developer with the Most Awards

- ◆ On 27 Aug 2019, CIFI won a number of awards in the “**2019 All-Asia Executive Team Rankings**” organized by *Institutional Investor*, an international financial magazine, and became the listed property developing enterprise winning the most awards across Greater China. This was also the year that CIFI won most *Institutional Investor* awards in past three years.

- ◆ CIFI's Awards:

Award	Sector (Category) / Country	Rank
“Honored Companies”	/	2 <sup>nd</sup> Place
“Best IR Companies”	Property (Overall) & (Buy Side)	1 <sup>st</sup> Place
“Best IR Companies”	Property (Sell Side)	3 <sup>rd</sup> Place
“Best Corporate Governance”	Property	1 <sup>st</sup> Place
“Best ESG/SRI Metrics”	Property	2 <sup>nd</sup> Place
“Best Corporate Governance (Greater China)”	China	2 <sup>nd</sup> Place
“Best ESG/SRI Metrics (Greater China)”	China	3 <sup>rd</sup> Place
“Best IR Companies (Greater China)”	China	3 <sup>rd</sup> Place



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◆ The Management Team and IR Team's Awards:

Award	Awardee	Sector (Category)	Rank
"Best CEOs"	<b>Mr. LIN Feng,</b> Chief Executive Officer	Property (Overall), (Buy Side) & (Sell Side)	<b>2<sup>nd</sup> Place</b>
"Best IR Professionals"	<b>Mr. LEUNG Yuk Ming, Lawrence,</b> Head of Capital Markets and Investors Relations	Property (Buy Side)	<b>1<sup>st</sup> Place</b>
		Property (Overall)	<b>2<sup>nd</sup> Place</b>
"Best IR Professionals"	<b>Mr. PENG Yutao, Steven,</b> Senior Manager of Capital Market and Investor Relations	Property (Overall) & (Buy Side)	<b>3<sup>rd</sup> Place</b>

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**Disclaimer:**

All information contained in this newsletter is meant for your own reference only, and is not intended to, nor should it, constitute any investment advice. Any information contained in this newsletter, including those relating to contracted sales or land bank of CIFI Holdings (Group) Co. Ltd. (the "Company"), may be subject to change as a result of changes in our development, sales and investment processes and may not be consistently reflected in our financial reports. The Company expressly disclaims any liability for any of your loss or damage howsoever arising from or in reliance upon the contents of this newsletter.

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